



OVERVIEW

- **About:** Bessemer Investors (BI) focuses on partnering with middle-market businesses to drive growth and create value. We are differentiated by the combination of a long-term, flexible capital base with a team of experienced private equity professionals
 - Established in 2018 by Bessemer Securities, the family investment vehicle of the Phipps family, which traces its origins to Henry Phipps' partnership with Andrew Carnegie and the sale of Carnegie Steel to J.P. Morgan in 1901
 - The Phipps family also controls Bessemer Trust, a leading private wealth management firm with 19 offices, >2,500 clients with ~\$100 billion of assets under supervision
 - **Bessemer Investment History:** The Phipps family has been investing in private companies for more than a century. BI is the latest in a line of successful, distinct investment platforms that trace their beginnings to the Phipps family, including:
 - Bessemer Venture Partners – A \$5 billion venture capital firm investing out of its 10th fund
 - Lindsay Goldberg – A \$13 billion private equity firm investing out of its 5th fund
- BI was established to continue this legacy with a commitment to building companies while upholding the core values of integrity, transparency and responsibility

BESSEMER ADVANTAGE

- Flexible, long-term capital
- Emphasis on speed and certainty
- Resources of the Bessemer network
- No management fees or transaction fees

TEAM

- The BI team has a long and successful track-record of private investing. The team's prior experience includes Warburg Pincus, Madison Dearborn Partners, AEA Investors, Pegasus Capital Advisors, WindRose Health Investors, Sightway Capital, and Olympus Partners.

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INVESTMENT STRATEGY

- **Investment Size:** BI has flexibility to pursue investments across a broad size spectrum. Generally, our investments tend to fall in the following ranges:
 - Equity Investment: \$50 - \$150 million
 - Enterprise Value: \$75 - \$500 million
 - EBITDA: \$5 - \$50 million
- **Investment Structure:** BI invests across a wide range of situations and structures including:
 - Majority or minority investments
 - Family or sponsor owned businesses, corporate carve-outs, and public-to-privates
 - Platform acquisitions as well as buy and builds
 - Primary growth capital or shareholder liquidity
 - Structured securities (preferred equity and convertible debt)
- **Industry Focus:** Flexible, with a focus on industries where BI professionals have significant experience, including:
 - Industrials: Process and Flow Control, Value-added Distribution, Packaging, Industrial Tech., Industrial Services
 - Business Services: Facilities Services, TICC, Insurance Services, BPO / Contract Manufacturing
 - Consumer: Residential Services, Food/Beverage, Restaurants, Beauty and Personal Care, Pet
- **Geography:** Primary focus on businesses headquartered in NA
- **Investment Characteristics:** We seek investments that exhibit one or more of the following characteristics:
 - Proven, differentiated business models with attractive margins and cash flow profiles
 - Strong, defensible position in stable or growing end markets
 - Stable and recurring demand drivers
 - Identifiable levers for growth and/or enhanced profitability
 - Strong management teams with a clear vision for future value creation

Portfolio & Experience

SELECTED CURRENT & PRIOR BI PORTFOLIO INVESTMENTS

DISTINGUISHED PROGRAMS

Distinguished Programs Holdings

Family-owned specialty insurance MGA with headquarters in New York, NY. The program management business operates through three segments: Express (small account P&C programs), Specialty (larger account P&C programs serving hospitality and real-estate), and Prize Indemnity (hole-in-one and other prize indemnification products).



Leonard Valve Company

Designer and manufacturer of water temperature control valves and monitoring devices used in institutional and commercial applications. The company is headquartered in Cranston, RI.



Mas Restaurant Group

Franchisee of Taco Bell, KFC and Pizza Hut with over 70 restaurants in and around the Houston area. The company was founded in June of 2000 by individuals who all had careers with Taco Bell corporate. The company is headquartered in Houston, TX.



Resource Pro

Leading provider of business process management, applied analytics and business intelligence, and technology-driven productivity solutions. The company serves insurance agents, brokers, MGAs, and carriers through processing centers in China and India. The company is headquartered in New York, NY. Sale to private equity in March 2018.

SELECTED PRIOR PORTFOLIO AFFILIATIONS OF BI PROFESSIONALS



Allied Universal

Leading security services provider with the largest security force in North America of >150,000 employees. The company serves a broad range of facilities and is headquartered in Santa Ana, CA.



The Neiman Marcus Group

Dallas, TX-based luxury retailer of apparel, accessories, jewelry, beauty, and home products. The company operates 42 Neiman Marcus, 2 Bergdorf Goodman, 27 Last Call, and 3 CUSP stores across the U.S.



Aramark Corporation (NYSE: ARMK)

Leading professional services company headquartered in Philadelphia, PA. Aramark provides food services, facilities management, and uniforms to the education, healthcare, and sports and leisure industries.



Organix Recycling

One of the largest recyclers of pre-consumer food waste in the U.S., helping supermarkets and food producers convert their waste into saleable products, such as animal feed. Headquartered in Mokena, IL.



AramSCO

Distributor of safety products and supplies to specialty contractors in the environmental safety, disaster response, surface preparation, and restoration markets. Headquartered in Thorofare, NJ.



Polypore International

Global high technology filtration company headquartered in Charlotte, NC. The company specializes in microporous membranes for use in separation and filtration processes across a broad range of end markets.



Builders FirstSource (NASDAQ: BLDR)

Dallas, TX-based supplier of building products, prefabricated components, and value-added services to the professional market segment, primarily for new home construction and repair and remodeling.



Sirona Dental Systems

Long Island City, NY-based developer and manufacturer of high-quality, technologically advanced dental equipment and systems, including treatment units, imaging systems, instruments and CAD/CAM systems.



BWAY

Leading manufacturer and distributor of metal and rigid plastic containers that are used primarily for packaging of industrial and consumer products. Headquartered in Atlanta, GA.



Six Senses Resorts & Spas

Bangkok, Thailand-based ultra-luxury resort and spa management firm comprised of 15 resorts and 31 spas under the brand names Six Senses, Evason, and Six Senses Spas.



Carol's Daughter

Developer and distributor of natural hair and beauty products through wholesale, retail, and e-commerce channels. The company was sold to L'Oreal in 2014 and is based in New York, NY.



Transdigm Group (NYSE: TDG)

Leading global designer, producer, and supplier of highly engineered aircraft components and systems for use on nearly all commercial and military aircraft in service today. Headquartered in Cleveland, OH.



Galco Industrial Electronics

Madison Heights, MI-based direct marketer of industrial electronic components focused on control and automation product categories primarily serving maintenance and repair applications.



TriMark USA

South Attleboro, MA-based provider of foodservices equipment, supplies, and design services. The company serves customers across the restaurant, hospitality, corporate, healthcare, education and other end markets.